

**City of Seattle  
Notice of Appointment**

<b>Name:</b>  <div style="text-align: center; font-size: 1.2em;"><b>Rhea Lahiri</b></div>		<div style="border-bottom: 1px solid black; padding-bottom: 5px;"><input checked="" type="checkbox"/> <b>Appointment</b>      <input type="checkbox"/> <b>Reappointment</b></div> <div style="padding: 5px;"><div style="display: flex; justify-content: space-between;"><div><input checked="" type="checkbox"/> <b>Executive</b> <input type="checkbox"/> <b>Agency</b> <input type="checkbox"/> <b>Other:</b></div><div><input type="checkbox"/> <b>Legislative</b> <input type="checkbox"/> <b>PDA Council</b></div></div></div>
<b>Residential Neighborhood:</b> Westlake	<b>Zip Code:</b> 98109	<b>Contact Phone No.:</b>  972-704-8010
<b>Appointed to:</b>  Burke-Gilman Place Public Development Authority		<b>Date of Appointment:</b>  October 15 <sup>th</sup> 2014
<b>Authority (Ord., Res.):</b> SMC 3.110		<b>Term of Office:</b> 3-Year Term <b>From:</b> Confirmation <b>To:</b> 10/01/2017
<div><b>Comments:</b></div> <div style="text-align: right; margin-top: 100px;"><div style="writing-mode: vertical-rl; transform: rotate(180deg);">FILED CITY OF SEATTLE 2014 OCT 21 PM 2:54 CITY CLERK</div></div> <div style="margin-top: 100px;">This appointment represents Ms. Lahiri's first term.</div>		
<b>Authorizing Signature:</b>  		<b>Name and Title of Officer Making Appointments:</b>  Edward B. Murray Mayor of Seattle

## EXECUTIVE SUMMARY

## COLLABORATION | LEADERSHIP | INNOVATION

I am a strategic and energetic leader driven to transform business opportunities into innovative products driven by technology. A true believer in solving business challenges using strategy, technology and process initiatives, I have a wide knowledge of analytical products and strategies and the ability to match the right initiative with the right technology, and the experience implementing the necessary controls to ensure business adoption and implementation.

I am equally experienced in working in a full time capacity in senior leadership as I am in managing fortune 500 client consulting relationships. I enjoy growing talent and creating teams that can achieve amazing results. I am passionate about learning about and transforming businesses through innovation, collaboration and quality and enjoy working with people across all levels.

## AREAS OF EXPERTISE

- |  |   |   |
|--|---|---|
| ■ Big 4 Consulting Experience  | ■ Product Management                                | ■ Coaching and Mentoring  |
| ■ Enterprise BI Platforms, Vendors and Solutions   | ■ Product Lifecycle, Marketing, Launch and Adoption | ■ Leading Matrixed Teams  |
| ■ Deep knowledge of IT and Advisory Consulting Services  | ■ CRM and Sales Analytics                           | ■ Strategic / Tactical Planning   |
| ■ Deep knowledge of Healthcare, Supply Chain, Data Management, Contract Management, and MDM industries | ■ Customer Insights and Marketing Analytics         | ■ Certified Leader and People Manager (Deloitte University Human Capital 2013, Eli Leadership Lab 2012) |
| ■ Mobile Business App Solutions  | ■ Market Research Analytics                         | ■ Compliance and Governance   |
| ■ E-Business Solutions   | ■ Spend Analytics                                   | ■ Customer Focus and Engagement   |
| ■ Informatics and Analytics Strategy   | ■ Big Data Mining and Strategies                    | ■ Executive Engagement and Presentations  |
|  | ■ Usability, UI and UX Design                       |   |
|  | ■ Data visualization and portal content management  |   |
|  | ■ Agile and Waterfall Methodologies                 |   |
|  | ■ Process and Rapid Continuous Improvement          |   |

## PROFESSIONAL EXPERIENCE

## Novation (Healthcare) Dallas, TX

## Sr. Director, Analytics Product Management

2008-2014

- Provide leadership, oversight and management of 3 business units for product management
  - Intellisource- Novation's internal business intelligence and analytics platform
  - Non Pharmacy Spend Management and Price Performance Suite (For fee customer facing)
  - Pharmacy Price Performance Suite (For fee customer facing)
- Partner with sales and solutions management teams to better understand target markets and create viable commercial applications to bring to market in a sustainable, impactful, competitive and profitable footprint
- Established Product Management Practice around each suite to meet and exceed corporate goals around BI adoption and usage, training and sales, creating teams from the ground up for development, product management and operations
- Successfully launched a unique search driven portal technology on an Endeca platform with search, guided navigation, community boards and online learning modules. Established ingestion and content management processes established marketing briefs and update strategies and manage content staff. Conducted usability and workflow mapping studies to continuously improve user experience.
- Led and influenced senior management business-level discussion, budgeting and decisions around the creation and execution of product management practices around strategic information and MDM (Master Data Management)
- Key decision maker in selecting several data and platform strategies for Novation, including vendor evaluations, collaborating with other stakeholders, and subsequent decision making and implementations
- Worked with an external audit firm and legal partners to craft a data compliance policy for Novation across internal and customer facing applications, establishing regular risk assessments and to identify potential gaps in policies, procedures and business processes. All products are subject to continuous improvement processes and must pass SOC2 compliance annually.

## ACHIEVEMENTS:

- VHA PriceLYNX™ is a for fee monetized analytical product and is the leading analytical offering purchased by hospitals in the US to gain insights into customer spend analysis and benchmarking
- VHA PharmaLYNX™ provides hospitals with unique insights into savings opportunities, standardization and failure to supply insights
- Intellisource is a unique internal product suite providing market and trend analysis, customer insights and sales targeting and penetration
- Analytic product offerings is the primary reason CHA moved from Premier to Novation with their GPO business bringing with them over 2B dollars of supplier spend. This has been the largest customer acquisition in GPO history. Novation is also collaborating with Cleveland Clinic to bring our analytics to their customers
- Creating the first ever BI portal using the Endeca search engine to create an intuitive and search driven experience for users



intellisource

CONTINUED ...

- Co-Chaired 2010, 2011 and 2012 Employee Recognition Committee. Led 2 major councils for customer products across Novation/VHA/UHC/CHA alliances. Served as business sponsor and advocate for the adoption of global GTIN, GLN and UNSPSC standards across Novation

#### **Capgemini (Consulting) Atlanta, GA**

#### **Manager, BI Practice Lead**

**2004-2008**

Business Intelligence Engagement Manager responsible for the administration and efficient daily operation of multiple full service BI teams at key strategic accounts with Fortune 500 Corporations, including operations, team management and engagement and revenue growth.

- Developed new delivery channels using off shoring models; provided a superior level of customer relations, and promoted the sales and service culture through coaching, guidance and staff motivation
- Best practices subject matter expertise on both business and technology sides for various BI initiatives within and outside Capgemini.
- Achieved individual and department sales goals through new business sales, referrals, and retention of account relationships for multiple clients like Citibank, Saks 5<sup>th</sup> Avenue, Baxter Healthcare, Johnson and Johnson, Meril Healthcare, SCA Americas
- Developed and established the Cognos Training and Certification program at the Capgemini Offshore Center in Vikhroli, India.
- Developed FDA compliant documentation in compliance with FDA regulatory requirements for a Fortune 500 Pharmaceutical client during FDA audits conducted by AccuReg and Bioreg (FDA compliance consulting firms) resulting in the reinstating of their certification
- Work aggressively to recover a 12M\$ banking engagement project by restructuring the team, offshoring certain modules and creating a lower cost project framework to achieve the clients goals.

#### **Sky Solutions (Consulting) Atlanta, GA**

#### **Sr. BI Consultant**

**2001-2004**

#### **Acro (Consulting) Chicago, IL**

#### **Ajilon Consulting (Consulting) Pittsburgh, PA**

Designed, managed and delivered Business Intelligence systems and solutions, new business development and process improvement.

- Full development project life cycle in Data Warehousing, OLAP and BI application design, development, administration and project and people management.
- BI consulting engagements across MNC's like Abbott Labs, Dicks Sporting Goods, Saks 5th Avenue, Medtronic Sofamor Danek, Tracfone, MetLife, Accuvue
- Created complex reports to be used for static reporting and drill through reports with prompting capabilities. Created and published power/OLAP cubes and established batch processes for daily builds.
- Created corporate Visualizations/Dashboards using sales and marketing data (maps, traffic lights, gauges, counters and graphs). Intensive and hands-on knowledge transfer/ training to developers for 8 BI development and administration tasks.

#### **PROFESSIONAL ORGANIZATIONS AND AFFILIATIONS**

Pragmatic Marketing Certified (2013)

ELI Group for Women Leaders – DFW Leadership Lab Class of 2012– WSJ Art...

Deloitte Human Capital Leadership Lab (2013)

SCIP Session Thought Leader 2013 - Strategy! It's Not Bragging If You Can Do It

MSTR World 2009 – BI Best Practices Presenter

Gartner IT Leaders – Professional Subscription (2010\_2013)



**Deloitte University**  
The Leadership Centre

**EDUCATION - BACHELOR OF COMPUTER INFORMATION SYSTEMS, MINOR FRENCH**  
Grove City College, PA

#### **TOP STRENGTHS - STRENGTHS FINDER TM**

ADAPTABILITY, ACTIVATOR, IDEATION, POSITIVITY, FUTURISTIC

#### **RELATED PRODUCT LINKS**

[HTTPS://WWW.VHA.COM/SOLUTIONS/ANALYTICS/PAGES/PRICELYNX.ASPX](https://www.vha.com/SOLUTIONS/ANALYTICS/PAGES/PRICELYNX.ASPX)

[HTTPS://WWW.VHA.COM/ABOUTVHA/PRESSROOM/PRESSRELEASES/PAGES/PHARMACYBENCHMARKINGPERFSERVICE.ASPX](https://www.vha.com/ABOUTVHA/PRESSROOM/PRESSRELEASES/PAGES/PHARMACYBENCHMARKINGPERFSERVICE.ASPX)

[HTTP://WWW.COMPUTERWORLD.COM/S/ARTICLE/9241812/](http://www.computerworld.com/s/ARTICLE/9241812/)

[DATA AWARDS NOVATION HELPS HOSPITALS GET BETTER DEALS ON SUPPLIES](#)

[HTTP://WWW.DOTMED.COM/NEWS/STORY/15283](http://www.dotmed.com/news/story/15283)

# **Burke Gilman Place Public Development Authority**

*September 2014*

9 members: Per RCW 35.21.730 and Seattle Municipal Code (SMC) 3.110.010; all appointed by the Mayor, subject to City Council confirmation, 3-year terms

- 5 (one each year) At-large community representatives
- 4 (one each year) PDA user group representatives\*

\* Provail, Children's Hospital, Ronald McDonald House, and The Children's Center.

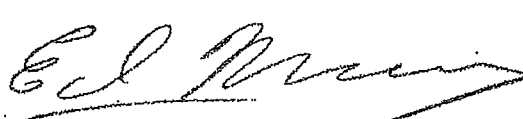
D	G	Name	First Appointed	Current Term Ends	Proposed Term Ends	Proposed Term #	Represents / Position	Appointed by
6	M	Mike Hatzenbeler	04/03/07	09/30/14	09/30/17	4th	User Group/Chair	Mayor
6	M	Dan Bernard	06/01/12	06/01/14	06/01/17	2nd	Member-at-large	Mayor
6	F	Jennifer Kelty	06/01/10	06/01/14	06/01/17	3rd	User Group	Mayor
6	F	Suzanne Petersen Tanneberg	08/11/05	09/30/16		5th	User Group	Mayor
6	F	Kathryn Gardow	06/01/13	06/30/16		1st	Member-at-large	Mayor
6	F	Ruthann Martin	04/28/06	09/30/14	09/30/17	4th	User Group	Mayor
3	F	Liz Rankin	07/15/13	07/15/16		1st	Member-at-large	Mayor
	F	Rhea Lahiri	10/15/14	10/01/17		1st	Member-at-large	Mayor
		VACANT					Member-at-large	Mayor

## Diversity:

					(1)	(2)	(3)	(4)	(5)	(6)
Appt. Authority	Men	Women	Vacant	Minority	Asian-American	African-American	Hispanic	Native-American	Other	Caucasian
Mayor	3	5	1	1			1			?
Total	3	5	1	1			1			?

\* Other includes diversity in any of the following: race, gender and/or ability

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<b>Comments:</b>  <p>Rhea Lahiri worked for Novation as Sr. Director, Analytics Product Management from 2008 – 2014. Novation is a group purchasing organization for community health hospitals. Rhea pioneered their business intelligence department and built products that helped businesses write better contracts and lower their cost. From 2001 – 2008, Rhea worked as Manager or Senior Consultant for several consulting firms in Atlanta, Chicago &amp; Pittsburg in the field of Business Intelligence. Rhea graduated from Grove City College in 2001 with a degree in Computer Information Systems. She is a strategic and energetic leader that strives to solve business challenges using strategy, technology and process initiatives.</p> <p>Rhea is from Mumbai, India and lives in the Westlake neighborhood with her husband and two children. Rhea enjoys reading, writing (writing a thriller novel) and currently renovating a 1962 Seattle waterfront home from attic to basement.</p> <p>This appointment represents Ms. Lahiri's first term to the Board of the Burke-Gilman Place PDA..</p>		
<b>Authorizing Signature:</b>  <div style="text-align: center;">  </div>		<b>Name and Title of Officer Making Appointments:</b>  <div style="text-align: center;"> <b>Edward B. Murray</b>            Mayor of Seattle         </div>

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